Welcome to the AMCOM Contracting Summit

Contracting for the Future
The Year 2010 and Beyond

Major General James Pillsbury

What is it all about? Soldiers!

Team Redstone goes to the front lines:
Afghanistan, Kuwait and Iraq
15-23 July 2004

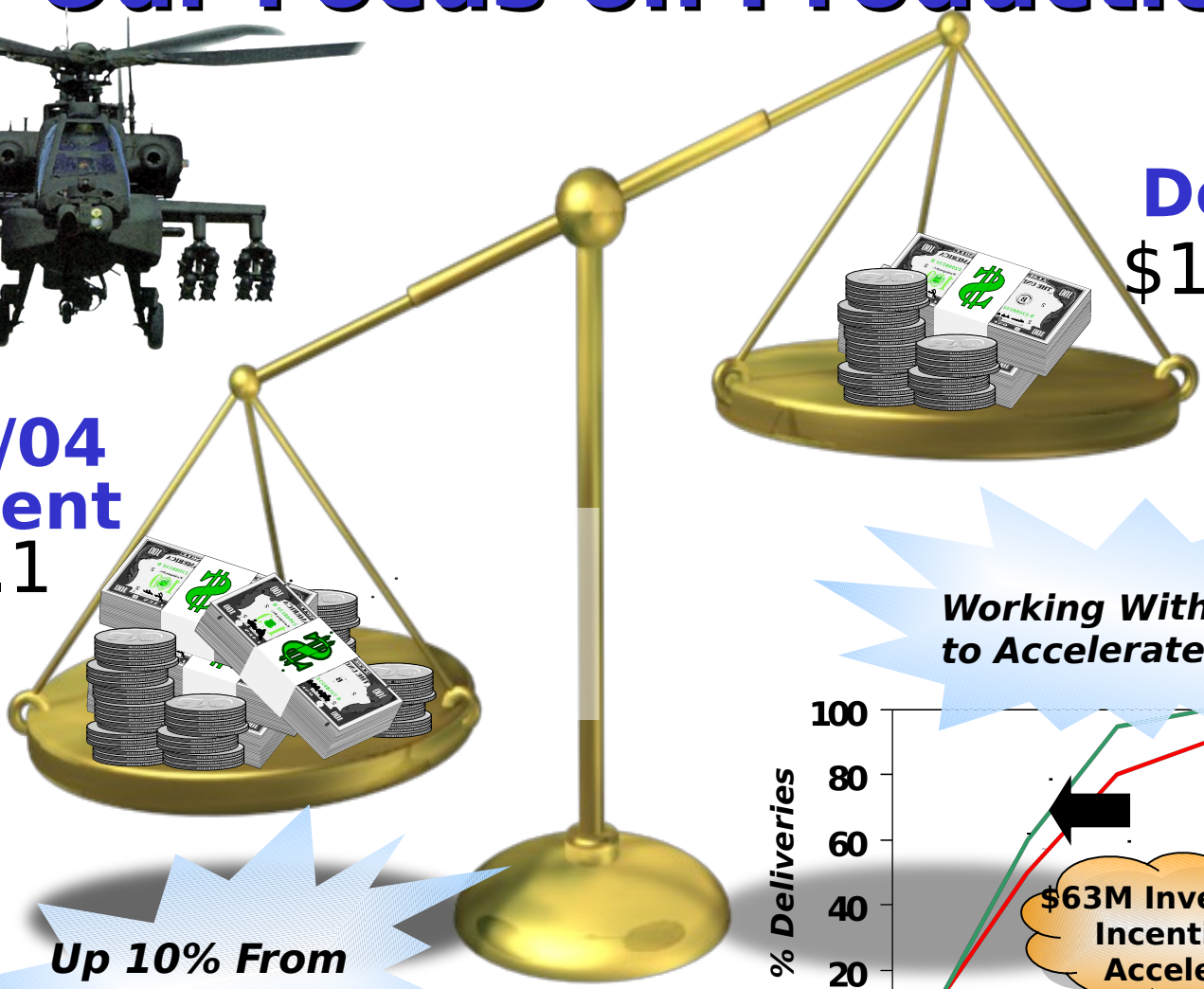
Back to the Future

Aviation and Missile Command and Program Executive Offices merge to form the Life Cycle Management Command

Industry is Making a Difference in Our Focus on Production

Deliveries
$1,199.5B

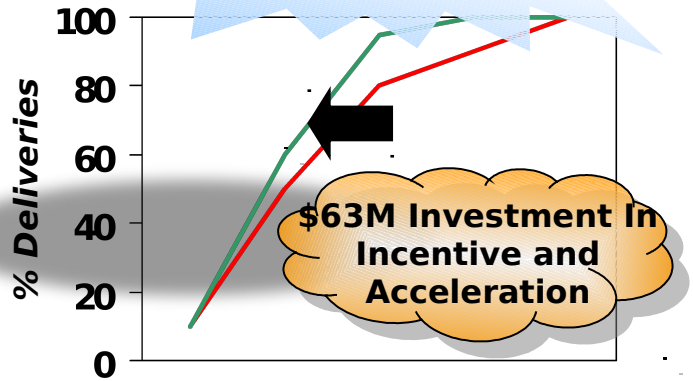
FY02/03/04 Investment
$3,592.1 B



Up 10% From Last Year

33.4 %

Working With Industry to Accelerate Deliveries



Contracting with Small Business

"The Law of the Land" Still a High Priority

AMCOM's commitment to small business firms:

- ★ FY03 – direct awards to small business firms over $1,081,000,000
- ★ FY04 – current direct awards are $1,310,000,000
- ★ AMCOM also desires strategic alliances & teaming between large & small firms – e.g. subcontracting commitment

Small Business = Something Big

Contracting 2010

- Changing our “paradigms” for future contracting efforts
- Looking for “out of the box” solutions
- Contract Summit – another milestone is reached today with full participation by industry
- Moving Toward:
  - Performance Based Contracting
  - Expanding Long Term Relationships
  - Increasing Partnering Efforts
  - Buying “Performance” not just “Parts” – Improving availability and reliability with a focus on 0&S cost reductions
  - Metrics and Innovative Incentive Strategies

Joint Service Initiatives

- Partnering through the Joint Aeronautical Commander's Group (JACG) to implement common Aviation goals and strategies across services
- Developing common business practices
- Eliminating duplication
- Reducing the logistic footprint
- Working toward development of a common engine
- Sharing Science and Technology
- Developing a Joint Aviation Science & Technology Strategic Plan (ASSP)

All Roads Ahead Go Through Contracting

moving toward improved efficiency

In Summary

- Together we are making a difference, but progress is still too slow to support current operations
- We must look beyond normal business models to a creative environment which allows for rapid response
- Imperative we continue to push forward and position ourselves for continued high OPTEMPOs and unprecedented support requirements